



FOOD GROUP

Let's Create Great Dishes Together!®

To our Wisconsin Customers,

RE: JTM Pork BBQ (C610), Product Code #CP5406

In response to the Healthy, Hunger-Free Kids Act (HHFKA) 2010 sodium requirements, JTM revised the BBQ sauce used in their pork BBQ. The revised sauce is a "Sweet Baby Ray's" style inspired sauce, and we lowered the sodium from 582 mg to 240 mg per 4 oz. serving. This formula uses less vinegar and much less smoke flavor, with a sweeter flavor.

The Wisconsin USDA Foods Team conducted a taste test of the revised formula and it passed with school-age students. The Pork BBQ with this new sauce was delivered to School Food Authorities (SFAs) at the beginning of the 2017-18 school year. However, we received some questions about the product as the smoke smell is not nearly as prevalent, which makes the vinegar smell (even though there is 40% less vinegar in the new formula) more pronounced. Some SFAs thought there was an issue with the product as it was different from the original product. However, it is a good, wholesome product with different flavor profile—just not what you are used to.

JTM has received many requests from our customers for the original product to be available again. Because we are a customer driven company and care deeply about serving our customers what they need and want, JTM will resume production of the original formula. This product will have a new code number JTM Pork BBQ (C615) CP5406 and we currently have inventory available.

Because our customers now have the option of Pork BBQ made with both sauces, JTM provided samples of both products to four Wisconsin schools for a comparison taste test with school-age students. The results of the taste test indicated that the original formula is favored by the students. Therefore, starting with the January delivery, schools will receive the Pork BBQ (C615), CP5406 made with the original formula. If SFAs have any Pork BBQ (C610) in inventory, you should use this product first. To allow SFAs the opportunity to use all inventory of C610, the December orders have been cancelled.

The USDA Foods drawn down of bulk pork picnic (100193) is the same for both products (19.71 pounds) and the processing fee for both products is the same.

The product information on both products can be found on the Wisconsin Department of Public Instruction's website: [State-Processed Product Information](#).

We value your business and thank you for letting JTM Food Group be a part of your menus.

Sincerely,

Brian Hofmeier
Vice President of Education Sales